

UNITED STATES DISTRICT COURT  
DISTRICT OF MASSACHUSETTS

PHARMASTEM THERAPEUTICS, INC., a  
Delaware corporation,

Plaintiff,

v.

VIACELL, INC., a Delaware corporation,  
OBSTETRICAL AND GYNECOLOGICAL  
ASSOCIATES, P.A., FEMPARTNERS, INC., a  
Delaware corporation and CARITAS ST.  
ELIZABETH'S MEDICAL CENTER OF  
BOSTON, INC., a Massachusetts Nonprofit  
Corporation,

Defendants.

Civil Action No. 04-CV-11673 RWZ

**EXHIBIT 2**

**TO**

**DECLARATION OF ATTORNEY EDWARD W. LITTLE, JR.**

1 - VOLUME G -  
 2 IN THE UNITED STATES DISTRICT COURT  
 3 IN AND FOR THE DISTRICT OF DELAWARE

4 PHARMASTEM THERAPEUTICS, INC., : CIVIL ACTION  
 5 Plaintiff :  
 6 vs. :  
 7 VIACELL, INC., CRYO-CELL :  
 8 INTERNATIONAL, INC., CORCELL, :  
 9 INC., STEM CYTE, INC., CBR :  
 10 SYSTEMS, INC., f/k/a CORD BLOOD :  
 11 REGISTRY, INC., BIRTHCELLS :  
 12 TECHNOLOGY, INC., NUSTEM :  
 13 TECHNOLOGIES, INC., and :  
 14 BIO-CELL, INC., :  
 15 Defendants : NO. 02-148 (GMS)

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Wilmington, Delaware  
 Tuesday, October 21, 2003  
 8:45 o'clock, a.m.

BEFORE: HONORABLE GREGORY M. SLEET, U.S.D.C.J., and a jury

APPEARANCES:

POTTER, ANDERSON & CORROON  
 BY: PHILIP A. ROVNER, ESQ.

-and-

Official Court Reporters

1 APPEARANCES (Continued):  
 2 DILWORTH PAXSON, LLP  
 3 BY: JAMES J. RODGERS, ESQ. and  
 4 EVELYN H. MCCONATHY, ESQ.  
 5 (Philadelphia, Pennsylvania)  
 6 Counsel for CorCell, Inc., Cryo-Cell  
 7 and BirthCells  
 8  
 9 PROCEEDINGS  
 10  
 11 (Proceedings commenced at 8:45 a.m., and the  
 12 following occurred without the presence of the jury.)  
 13  
 14 THE COURT: Good morning. We have some issues?  
 15 MR. RODGERS: Ms. Kobialka has issues and I am  
 16 the victim.  
 17 MS. KOBIALKA: We have an objection to the  
 18 Defendants' Exhibit 1299 as duplicative and containing  
 19 hearsay. In the letter, there is a statement that the  
 20 former President --  
 21 THE COURT: could you identify what the exhibit  
 22 is for me?  
 23 MS. KOBIALKA: It is a letter from the former  
 24 President of Cryo-Cell to the former President of  
 25 PharmaStem. In it, the former President of Cryo-Cell

1 APPEARANCES (Continued):  
 2 PERKINS COIE, LLP  
 3 BY: PAUL J. ANDRE, ESQ.,  
 4 LISA KOBIALKA, ESQ.,  
 5 AMY M. FOX, ESQ. and  
 6 RADHIKA TANDON, ESQ.  
 7 (Menlo Park, California)  
 8 Counsel for Plaintiff  
 9  
 10  
 11 RICHARDS, LAYTON & FINGER  
 12 BY: JEFFREY L. MOYER, ESQ.  
 13  
 14 -and-  
 15  
 16 GOODWIN PROCTER, LLP  
 17 BY: JOHN C. ENGLANDER, ESQ.,  
 18 PAUL WARE, ESQ.,  
 19 JAMES C. REHNQUIST, ESQ. and  
 20 JAMES MCGARRY, ESQ.  
 21 (Boston, Massachusetts)  
 22 Counsel for ViaCell, Inc.  
 23  
 24 MORRIS, JAMES, HITCHENS & WILLIAMS, LLP  
 25 BY: RICHARD D. KIRK, ESQ.

-and-

PILLSBURY WINTHROP, LLP  
 BY: THOMAS F. CHAFFIN, ESQ.,  
 WILLIAM F. ABRAMS, ESQ. and  
 RANDAL IVOR-SMITH, ESQ.  
 (San Diego, California )  
 Counsel for CBR Systems, Inc. f/k/a/  
 Cord Blood Registry, Inc.

1 makes the statement that I made you aware that our attorney  
 2 had urged Cryo-Cell to file a request for re-examination.  
 3 But he goes on to say they, meaning our attorneys,  
 4 emphatically communicated to me their belief that every  
 5 claim relating to the cryopreservation -- it goes on --  
 6 would be declared invalid.  
 7 We have already got two opinion letters that  
 8 are coming in from their counsel, so they actually have a  
 9 source of it. This particular letter, besides the hearsay,  
 10 is cumulative of what they are already offering.  
 11 MR. RODGERS: Your Honor, I believe there is  
 12 testimony in the excerpt of the deposition that we are  
 13 offering that actually reads from this letter. So I  
 14 think from -- in that sense it is important for the jury  
 15 potentially to have the letter available to provide the  
 16 context for the testimony.  
 17 Ms. Kobialka is correct that what is stated  
 18 here is consistent with the testimony that we are  
 19 offering. But I would suggest it is not going to be unduly  
 20 cumulative. We are not going to burden the jury with a  
 21 whole bunch of lengthy exhibits.  
 22 THE COURT: What about her hearsay concern?  
 23 MR. RODGERS: The hearsay concern is addressed  
 24 as follows, your Honor. This is going to be a theme in  
 25 the rest of the document objections, I believe. It goes

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1 Q. Can you tell what it is?

2 A. It was an early draft of a business plan, which  
3 discusses -- it's only excerpts, so it's just a part of  
4 it, which discusses the competition and it also discusses  
5 the industry patent.

6 Q. Was this excerpt ever used in connection with a final  
7 product, a final business plan?

8 A. No, it was not. This was a draft at the time. I  
9 would estimate that the plan -- there is no date, which is  
10 unusual for our processes, not to have a date or a footer  
11 on it that indicates it. So I would say it is a real  
12 draft-draft.

13 But it probably was written I would say late  
14 '93/early '94 time frame.

15 Q. Why do you make that estimate as to when it was  
16 written?

17 A. Well, for one, it discusses at the bottom paragraph --

18 Q. That is under the heading Patents?

19 A. Yes. Correct. At the bottom paragraph, it mentions  
20 that the patents, '681 and '553, were currently under  
21 re-examination by the Patent Office. And I knew the  
22 re-examination started in August of 1993.

23 And then I refer to it in the second paragraph  
24 at the top of the page, it mentions that BioCytel had  
25 started banking commercially in November of '93. So it

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1 had to be after that.

2 Then we talk about -- I talk about where the  
3 company will most likely launch in the last sentence of  
4 that paragraph nationally in 1994. So I would say late  
5 '93/early '94.

6 Q. Can you tell from this document whether or not you  
7 knew at the time the result of the re-examination?

8 A. I did not know the result of the re-examination from  
9 this document, or I would have stated it.

10 Q. Now, drawing your attention to the second paragraph,  
11 which is headed BioCytel. That paragraph states some  
12 information about BioCytel, established in 1985, and so  
13 forth.

14 Where did you get that information regarding  
15 BioCytel?

16 A. I got that information directly from the President  
17 and CEO of BioCytel, Mr. Ken Moch.

18 Q. When did you have occasion to talk or meet with Ken  
19 Moch?

20 A. I first spoke with Ken Moch on the phone in April  
21 of '93. And then he invited me to his office in May of  
22 1993.

23 Q. And did you go and meet with Ken Moch in Connecticut  
24 in May of 1993?

25 A. Yes. And I remember that he was just moving, because

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1 I was kind of taken back and kind of impressed that when  
2 he first called me he was in New York, he was calling me  
3 from Rockefeller Center. That's when he also let me know  
4 that Rodman Rockefeller was his Board member and BioCytel  
5 had been headquartered in his office.

6 Q. In May of 1993, when you met with Mr. Moch, had you  
7 already received an oral opinion from Paul Clark about  
8 the validity of the patents?

9 A. Yes, I had.

10 Q. So what was your purpose in going to meet with Mr.  
11 Moch?

12 A. Well, my purpose in meeting with Mr. Moch was  
13 multiple purposes. One is, I was just starting with this  
14 idea, and this company. So I was interested in seeing  
15 what type of opportunities, perhaps, ViaCord and BioCytel  
16 could do together. So I was looking to pursue that. I  
17 was also looking to see what his plans were with respect  
18 to the company and where he was going. It was really an  
19 introductory meeting.

20 And I had just received this opinion that  
21 these patents were invalid. And I wanted to also kind of  
22 know what he thought they were and if he really thought  
23 they were worth anything. And I wanted to know what their  
24 plans were with respect to licensing.

25 Q. What did you talk about when you went and met with

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1 Mr. Moch? What was that conversation about?

2 MR. ANDRE: Objection, your Honor. Calls for  
3 hearsay.

4 MR. REHNQUIST: Admission by a party opponent,  
5 your Honor. Mr. Moch was the President and CEO of BioCytel.

6 THE COURT: Overruled.

7 THE WITNESS: would you ask the question again,  
8 please?

9 BY MR. REHNQUIST:

10 Q. What did you and Mr. Moch talk about?

11 A. We talked about a lot of different things. I met his  
12 management team. I was impressed with his management team.  
13 And in meeting his management team and him learning a  
14 little about me, he actually offered me a job. We talked  
15 about my potentially coming to work for BioCytel, which I  
16 thanked him, but declined.

17 We talked about what types of mutual  
18 opportunities we could do. We talked about the license,  
19 whether or not he would be interested in potentially  
20 providing me a royalty-free license.

21 Q. What did he say?

22 A. What his plans were with respect to licensing.

23 Q. What did he say about licensing?

24 A. He said no. And he said that BioCytel was not  
25 planning to license their technology.

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1 Q. In this conversation did Mr. Moch say anything about  
2 the New York Blood Center?  
3 A. Yes, he did.  
4 Q. What did he tell you?  
5 A. He told me that his Board members for BioCyte were  
6 both on his Board at BioCyte, but also that the New York  
7 Blood Center and BioCyte shared Board members, one of whom  
8 was Mr. Rodney Rockefeller.

9 He also told me that they had exclusive  
10 license for research and for use of the New York Blood  
11 Center's facilities.

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1  
2 Q. Now, going back to the document at Tab 36, Trial  
3 Exhibit 484, in the third paragraph in that document, the  
4 one below, the one that has BioCyte, do you see there is  
5 a reference in that paragraph to risk being associated  
6 with the patents?  
7 A. Yes.  
8 Q. In what sense at that point in time did you believe  
9 that the patents represented a risk?  
10 A. Well, this is a business plan draft potentially to  
11 be used for investors, so it's my policy to provide full  
12 disclosure, and part of full disclosure is to recognize  
13 any potential or known risks. And since the patent passed  
14 in re-exam and we had not yet known of the outcome, we had  
15 not yet known that it was revoked, there was a risk that  
16 at some future date for our potential investors, that it  
17 may have to go into litigation, and they should know that.  
18 Q. In the next paragraph, you refer to BioCyte as a  
19 trailblazer, in the third line of that paragraph. They  
20 are the trailblazers. What did you mean by that?  
21 A. Well, you have to remember that this was 1983 and  
22 not many people had ever yet heard of a stem cell;  
23 specifically, in the lay press and even among many  
24 physician groups. At that time, mostly it was just  
25 hematologists and oncologists or transplanters knew what

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1 stem cells did and how they were used. And so there is a  
2 huge education hurdle in developing this business.  
3 Educating not only expectant parents and families, but  
4 educating the physician community as well.  
5 And as BioCyte was the first company to start  
6 offering cord blood stem cell banking, I called them the  
7 trailblazer. They were blazing that trail.  
8 Q. In the next sentence, there -- I'm sorry. Did I cut  
9 you off?  
10 A. No.  
11 Q. In the next sentence, you wrote cross-country skiing  
12 behind the trailblazer conserves energy and resources.  
13 Do you see that?  
14 A. Yes.  
15 Q. In what sense at that time did you believe that you  
16 might be able to conserve energy and resources by skiing  
17 behind the trailblazer?  
18 A. Well, the idea was, well, if they're out there first  
19 and doing the educating, it would be a lot less expensive  
20 for us in trying to educate the physician, patients to  
21 have them do it first. What in reality happened -- I wish  
22 this were the case and this had actually happened, but  
23 what actually happened is that by the time we went to  
24 launch commercially, which was in the summer of 1995,  
25 shortly thereafter, BioCyte closed its doors and, in fact,

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1 we took over their ongoing operations. ViaCord then  
2 became the trailblazer and we paid for the education and  
3 informing both physicians and parents about this field.  
4 So I'd say we've been the trailblazer ever since.  
5 Q. Was the business model that you had in mind for  
6 ViaCord the same as the business model that you understood  
7 BioCyte was pursuing?  
8 A. No. Actually, our business plan was different.  
9 BioCyte's business plan was to provide the cord blood stem  
10 cell banking and their whole emphasis was to bank that  
11 blood for the child, that newborn child him or herself.  
12 And I took the position with ViaCord where having been in  
13 the stem cell field and having worked with transplanters  
14 and having known that the early transplants of cord blood  
15 weren't for the child him or herself, but really in the  
16 related transplants or the family transplants, the most  
17 likely use for the cord blood was for either a brother  
18 or a sister of that newborn.  
19 And so our positioning for the company was to  
20 have it be for related banking for families so that the  
21 cord blood would be used for potentially that other child  
22 in the family and also the child, him or herself.  
23 MR. REHNQUIST: Your Honor, it's not a bad  
24 time for a break. I think I'm moving to a different area.  
25 THE COURT: All right. Let's take our morning

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1 break.

2 (Short recess taken.)

3 - - -

4 (Court resumed after the recess.)

5

6 THE COURT: Please, be seated.

7 Let's bring the jury in.

8 (At this point the jury entered the courtroom  
9 and took their seats in the box.)10 THE COURT: Please be seated, ladies and  
11 gentlemen.12 We'll continue with the examination of Ms.  
13 Fisher.

14 MR. REHNQUIST: Thank you, your Honor.

15 BY MR. REHNQUIST:

16 Q. Ms. Fisher, directing your attention to Tab 39 in the  
17 binder, the white binder, which is Trial Exhibit 1361, do  
18 you recognize this document?

19 A. Yes, I do.

20 Q. What is it?

21 A. It is the first brochure, I believe. Let me just  
22 check. It looks like the first brochure that we produced  
23 before we launched our service commercially.24 Q. How could you tell that it's the first brochure that  
25 you used?

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1 A. If I look at the back of it, on the last page, it has  
2 the date which is 7/19/95, Rev. 1. So this is our first  
3 draft, first document. And it was produced July of '95.4 Q. I believe you testified that you began operations  
5 actually in August of '95, a month later?

6 A. Yes, that's right. We started in August '95.

7 Q. What was the purpose of this brochure?

8 A. The purpose of this brochure was to educate both the  
9 obstetricians and also ultimately the expectant parents  
10 that were interested in our service.11 Q. How was this brochure developed at ViaCord? How did  
12 it become finalized?13 A. We had contracted an outside marketing firm to help  
14 us produce the copy and provide photographs for the copy  
15 as well. Then we gave comments to the production of this  
16 brochure.17 I think what is really important is by this  
18 point, we had our Medical and Scientific Advisory Board in  
19 place. And because we wanted to more or less take the  
20 high road for our advertising practices, our marketing  
21 practices and our labeling, we sought their advice to  
22 review our ad copy, advertising copy, and to review all  
23 of our marketing materials before we have ever printed  
24 them.

25 - - -

1 A. (Continuing) So I can tell that this is a final

2 document because of the indication on that last page, with  
3 the date and the rev. Before we would have produced this,  
4 we would have the doctors on our Advisory Board get a copy  
5 of it, add their comments. Once we input their comments,  
6 they would get it in the final draft. Then they would  
7 sign off on the final draft and we would keep those  
8 records on file, along with the production before we ever  
9 sent it to print.10 Q. Did you distribute other materials to interested  
11 parents in addition to the brochure?

12 A. Yes, we did.

13 Q. What sorts of materials?

14 A. We also distributed some scientific articles that  
15 were on the topic of cord blood stem cells and cord blood  
16 stem cell transplantation. One in particular that we  
17 distributed at this time was Dr. David Goldey's (phonetic)  
18 article that was published in Scientific American. And  
19 the reason why I chose that document to be input in the  
20 folders that our parents and the obstetricians would get  
21 is it was a great article. It actually outlined in really  
22 lay terms, as a layman, in simple terms, what a stem cell  
23 was, and how it worked.24 Then it also discussed cord blood stem cell  
25 transplantation and its potential for use in the future.

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1 So I remember reading it when I was at  
2 Hemanetics. And I found it was a really insightful and  
3 easy-to-read article. So we decided to include it with  
4 this brochure.5 Q. That article was published in Scientific American  
6 Magazine?

7 A. Yes. I believe it was published in 1990.

8 Q. Once you were up and running with the business in  
9 August and into the fall of 1995, what sorts of  
10 communications, apart from the brochure, did ViaCord have  
11 with customers and potential customers about its services?

12 A. I am sorry. Could you repeat that, please?

13 Q. What sorts of communications did ViaCord have with  
14 parents who were interested in ViaCord's service?15 A. We communicated with them on the phone. They would  
16 get a brochure from their physician's practice when they  
17 were sitting in the waiting room. They would pick up one  
18 of our brochures and then they would either call our 800  
19 number or send in a postcard, asking us to call them. So  
20 we would talk to them on the phones. They would call us  
21 on the phones.22 And actually, we were a business that is in  
23 service 24 hours a day, seven days a week, 365, because  
24 women deliver babies at any time of the day.

25 I personally would take call, where I would



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1 Are you seeking that?  
 2 MR. ANDRE: Yes, your Honor.  
 3 MR. ENGLANDER: Your Honor, we do object.  
 4 That was pure impeachment. Essentially a minor manner.  
 5 It isn't a learned treatise. It shouldn't come into  
 6 evidence.  
 7 THE COURT: The objection is sustained.  
 8 (Court adjourned at 4:17 p.m., to reconvene  
 9 on Wednesday, October 22, 2003, at 9:00 a.m.)  
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## Jury Trial - Volume G

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